

Alabama Trust Fund
RFP for Consulting Services
2015

Finalist			
Firm	Callan	Mercer	Meketa
Profile			
Established	1973	1972	1978
Service Location	Summit, NJ	Atlanta, GA	Miami, FL
Personnel	180	394	113
Min Qualifications			
Firm	Yes	Yes	Yes
Assigned Advisor	Yes	Yes	Yes
Each > 1 Billion	Yes	Yes	Yes
Acct Mgmt.			
Similar in Size			
\$.5 - 1 B	54	71	14
\$1-\$10 B	102	111	18
Over \$10B	36	10	3
# Accounts	371	500	103
Total AuA	2 Trillion	1.5 Trillion	335 Billion
AL Modeling	In House	In House	In House
Mgr. Search	In House	In House	In House, Morningstar, eVestment AI
Mgr. Onsite	Yes	Yes	Yes
Transition Managers	Yes	Yes	Yes
Securities Lending	Yes	Yes	Yes
Combined Fees			
Year 1	258,200	300,000	250,000
Year 2	258,200	260,000	250,000
Year 3	265,946	220,000	250,000
3 year Total	782,346	780,000	750,000
	3% every other year	Remains @ 220K for add on	
Separate Fees			
ATF Fee	\$196,400	Balance minus \$50k for CMT	\$190,000
CMT Fee	\$61,800	\$50,000/Year	\$60,000
Included in Fees			
Mgr. Searches	Unlimited	Unlimited	Unlimited
AL Study	1 Every 3 years* but not limited	1	1
Meetings	Unlimited	4	4
Not Included	Hedge Fund/PE Searches - 40,000		
Sets you apart	Research Flexibility Training Current Relationship	Experience with large clients Depth of resources Their specialty resources	Manager Search Process Customized Investment Program Customized Service
Reasons for Inclusion	Incumbent Fees Experience with similar size accounts	Fees Experience with similar sized accounts	Fees Moderate experience with large accounts
Reasons for Exclusion			Size of Accounts